

Prospective Clients

Bonnie's List

1985 maps Prospect  
List

Company: Martin Marietta Corp.  
Name: Peggy Carr  
Address: 6801 Rockledge Dr.  
City: Bethesda  
State: MD  
Zip:  
Title:  
Areas of Interest: Networks

Prospective Clients

Company: Olivetti Corp      Procurement Dept.  
Name: G. Darof  
Address: via Jervis 77 10015  
City: Ivrea  
State: Italy  
Zip:  
Title: Purchasing Dept.  
Areas of Interest: CAD/CAM

Prospective Clients

Company: IDA Ireland      Industrial Devel Authority  
Name: B. Manyan  
Address: Carrisbrook House  
City: Dublin      4  
State:  
Zip:  
Title:  
Areas of Interest: Educational Software



Prospective Clients

Company: D. T. M. I.  
Name: Don Bailey  
Address: 3801 E. Florida Suite 606  
City: Denver  
State: CO  
Zip: 80210  
Title:  
Areas of Interest: Educational Software

Prospective Clients

Company: Eastman Kodak  
Name: Receiving Dept  
Address: 343 State St  
City: Rochester  
State: NY  
Zip: 14650  
Title:  
Areas of Interest: Micro Peripherals

Prospective Clients

Company: Digital Equipment Corp.  
Name: Daniel Ducret  
Address: 12 Avenue Des Morgines Case Postale 510 12-3 Petite-Lancy 1  
City: Geneva  
State: Switz  
Zip:  
Title:  
Areas of Interest: Educational Software



Prospective Clients

Company: Kodex Corp.  
Name: Gayle Turke  
Address: 20 Cabot Blvd.  
City: Mansfield  
State: MA  
Zip: 02048  
Title:  
Areas of Interest: Japan

Prospective Clients

Company: Test Data  
Name: Brett Cotton  
Address: 7921 Jones Beach Branch  
City: McLean  
State: VA  
Zip: 22102  
Title:  
Areas of Interest: Micro and Videodiscs in Edu

Prospective Clients

Company: Keeler Brass Co.  
Name: Alan Otis  
Address: 955 Godfrey Ave.S.W  
City: Grand Rapids  
State: MI  
Zip: 49503  
Title:  
Areas of Interest: Workstations



Prospective Clients

Company: Systems and Software  
Name: Dr. Y. Chin  
Address: 3303 Harbor Blvd. C-11  
City: Costa Mesa  
State: CA  
Zip: 92626  
Title:  
Areas of Interest: Micro Operating Systems

Prospective Clients

Company: Teleconnect Co.  
Name: Teri Miller  
Address: 185 50th Ave. S. W  
City: Cedar Rapids  
State: IA  
Zip: 52404  
Title:  
Areas of Interest: ATT

FGL Prospective Clients

Company: Knowledge Based Systems Inc.  
Name: Rowland Brandwein  
Address: 159 Coburn Woods  
City: Nashua  
State: NH  
Zip: 03063  
Title:  
Areas of Interest: Artificial Intelligence





### Prospective Clients

Company: Hewlett Packard - *PERSONA*  
Name: Chuck Dennis  
Address: *1100 WOLFE RD* *COMPTON*  
City: Cupertino *95014*  
State: CA  
Zip:  
Title: Planning *MGR MKT INTEL*  
Areas of Interest:

### Prospective Clients

Company: Borland International  
Name: Fred *RYNOLDS*  
Address: 4113 Scotts Valley Dr.  
City: Scotts Valley  
State: CA  
Zip: 95066  
Title: VP Sales  
Areas of Interest: Fortune 1000

### Prospective Clients

Company: Tandy Corp  
Name: Ed Juge  
Address: *1700 One Tandy*  
City: *Fort Worth*  
State: *TX* *76102* *817-370 3700*  
Zip:  
Title: VP Strategic Planning  
Areas of Interest:



Prospective Clients

Company: Apple Computer  
Name: Mike Murray  
Address: 20525 MARIANA AVE.  
City: CUPERTINO  
State: CA  
Zip: 95014  
Title: Dir Mackintosh Division  
Areas of Interest:

Prospective Clients

Company: Apple Computer  
Name: Joseph Paul  
Address: .  
City: S.F. CA  
State: CA  
Zip: .  
Title: Director Research  
Areas of Interest:

Prospective Clients

Company: Tandem Computers  
Name: Dave Macke  
Address: 19993 VALLEJO BLVD.  
City: Cupertino  
State: CA 95014  
Zip: .  
Title: VP Mkt Sales  
Areas of Interest:



Prospective Clients

Company: Elron Electronics Industries  
Name: Dr. Carlos Zorea  
Address: P.O. Box 1573 IL-31015  
City: Haifa  
State: Israel  
Zip:  
Title:  
Areas of Interest: CAM Software

Prospective Clients

Company: New Venture Consultants  
Name: Kevin Peterson  
Address: 1032 Elwell Ct. Suite 242  
City: Palo Alto  
State: CA  
Zip: 94303  
Title:  
Areas of Interest: Artifical Intelligence

Prospective Clients

Company: Apple Computer  
Name: Bruce Blumberg  
Address:  
City: *SAMS*  
State:  
Zip:  
Title: Product Mgr. Laser Printer  
Areas of Interest:



#### Prospective Clients

Company: ADC Magnetic Controls  
Name: Margaret Lulic  
Address: 5501 Green Valley Dr.  
City: Bloomington  
State: MN  
Zip: 55437  
Title:  
Areas of Interest: Office Software

#### Prospective Clients

Company: Digital Equipment Corp.  
Name: Daniel Ducret  
Address: 12 Avenue des Morgines CH-1213 Petit Lancy  
City: Geneva  
State: Switz  
Zip:  
Title:  
Areas of Interest: Small Business Computers in Europe

#### Prospective Clients

Company: Librairie La Nacelle  
Name: Procedure D'Abonnement  
Address: 2-Rue Campagne-Premiere F-75014  
City: Paris  
State: France  
Zip:  
Title:  
Areas of Interest: Western Europe Business Software





Prospective Clients

*MCCT* Company: Rivermont Data Systems  
Name: Roland Bates  
Address: 510 Mt. Everest Way  
City: Alpharetta  
State: GA  
Zip: 30201  
Title:  
Areas of Interest: Micros

*MCCT* Prospective Clients

Company: MATRA (France)  
Name: Claude Poussard  
Address: EDP-Branch, 8 av. Kiaber F-75115  
City: Paris  
State: France  
Zip:  
Title:  
Areas of Interest: Business Software

Prospective Clients

Company: Science Research Assoc.  
Name: Carl Holzman  
Address: 155 Wacker DR.  
City: Chicago  
State: IL  
Zip: 60606  
Title: Planning Analysis  
Areas of Interest: Home Software



#### Prospective Clients

Company: Hutchinson Technology Inc.  
Name: Richard Penn  
Address: 40 W.Highland Park  
City: Hutchinson  
State: MN  
Zip: 55350  
Title:  
Areas of Interest: Storage Media

#### Prospective Clients

Company: Professional Mgt. Assoc.  
Name: Sydney Sternberg  
Address: 2049 S. Beverley Dr.  
City: Los Angeles  
State: CA  
Zip: 90034  
Title:  
Areas of Interest: LAN

#### mtk<sup>T</sup> Prospective Clients

Company: Scientific Systems Services Inc.  
Name: Gary Richards  
Address: 4068 Mt. Royal Blvd.  
City: Allison Park  
State: PA  
Zip: 15101  
Title:  
Areas of Interest: Software Portability



Prospective Clients

170107 Company: Bell Laboratories  
Name: J.A. Appelbaum  
Address: Crawfords Corner Rd. Ho 3J-609  
City: Holmdel  
State: NJ  
Zip: 07733  
Title:  
Areas of Interest:

Prospective Clients

Company: Bay Venture Mgt.Inc.  
Name: Bill Chandler  
Address: One Embarcadero Ctr 3303  
City: San Francisco  
State: CA  
Zip: 94111  
Title:  
Areas of Interest:

Prospective Clients

Company: AT&T  
Name: Sandy Wolgast  
Address: 30 Vreeland Rd Rm 3-EW  
City: Florham Park  
State: NJ  
Zip: 07932  
Title:  
Areas of Interest:



#### Prospective Clients

Company: Hewlett Packard Co.  
Name: Frank Ura  
Address: 1501 Page Mill Rd.  
City: Palo Alto  
State: CA  
Zip: 94304  
Title: Dept Mgr  
Areas of Interest: Peripherals

#### Prospective Clients

Company: Hewlett Packard Co.  
Name: Raymond Siuta  
Address: 1010 NE Circle Blvd.  
City: Corvallis  
State: OR  
Zip: 97330  
Title:  
Areas of Interest: Portables

#### Prospective Clients

Company: Hewlett Packard Co.  
Name: Jim Collins  
Address: 3410 Central Expressway  
City: Santa Clara  
State: CA  
Zip: 95051  
Title:  
Areas of Interest: Vertical





Prospective Clients

MKT  
FGL  
Company: Data General Corp.  
Name: Marjorie McBride  
Address: 4400 Computer Drive  
City: Westboro  
State: MA  
Zip: 01580  
Title:  
Areas of Interest: Software  
Artificial Intelligence  
Peripherals

FGL  
Prospective Clients

Company: C & D Telephone of Virginia  
Name: Valerie Platz  
Address: 1310 N. Courthouse Rd. 5th Floor  
City: Arlington  
State: VA  
Zip: 22201  
Title:  
Areas of Interest: Artificial Intelligence  
Telecom

Prospective Clients

Company: British Library  
Name: Shields Edwards  
Address: Rm 160A 25 Southamton Bldg. Chancery Lane  
City: London  
State: England  
Zip: WC2A 1AW  
Title:  
Areas of Interest:



#### Prospective Clients

Company: Favia, Hill, & Associates  
Name: Richard Tougas  
Address: 30 Rockefeller Plaza  
City: New York  
State: NY  
Zip: 10112  
Title:  
Areas of Interest: Telecom

#### Prospective Clients

Company: Diebold Inc.  
Name: Robert Barone  
Address: 818 Mulberry Rd. S. E.  
City: Canton  
State: OH  
Zip: 44711  
Title: General Manager  
Areas of Interest: Banking Auto

#### Prospective Clients

Company: Kleiner, Perkins, Canfield & Byers  
Name: Brooke Byers  
Address: 4 Embarcadero Ctr. Ste. 3520  
City: San Francisco  
State: CA  
Zip: 94111  
Title:  
Areas of Interest: Software  
Telecom



#### Prospective Clients

Company: Fuji Photo Film Co. Ltd.  
Name: Masao Takahashi  
Address: 2-26-30 Nishi Azabu Minato-ku  
City: Tokyo 106  
State: Japan  
Zip:  
Title:  
Areas of Interest:

#### Prospective Clients

Company: T. Rowe Price  
Name: Philip J. Rauch  
Address: 100 E. Pratt St.  
City: Baltimore  
State: MD  
Zip: 21202  
Title:  
Areas of Interest: Telecom

#### Prospective Clients

Company: Motorola  
Name: Robert A. Burton  
Address: 1303 E. Algonquin Rd.  
City: Schaumburg  
State: IL  
Zip: 60196  
Title: Director Marketing  
Areas of Interest: Artificial Intelligence  
Peripherals  
Factory Auto  
Telecom



#### Prospective Clients

Company: C. Itoh & Co. Ltd.  
Name: Sachiko Takeuchi  
Address: 5-1, Kita-Aoyama 2-chome Minato-ku  
City: Tokyo 105  
State: Japan  
Zip:  
Title:  
Areas of Interest: Telecom

#### Prospective Clients

Company: Ricoh  
Name: Okamoto  
Address: 1-15-5, Minami-Aoyama Minato-ku  
City: Tokyo 107  
State: Japan  
Zip:  
Title:  
Areas of Interest: Telecom

#### Prospective Clients

Company: Rockwell International  
Name: Janette Loomer  
Address: 4311 Jamboree Rd.  
City: Newport Beach  
State: CA  
Zip: 92660  
Title:  
Areas of Interest: Artificial Intelligence  
Peripherals  
Telecom





#### Prospective Clients

Company: Smith Barney Harris Upham  
Name: Chad Keck  
Address: 1345 Ave of the Americas  
City: New York  
State: NY  
Zip: 10105  
Title: Corp Finance  
Areas of Interest: Teleconferencing

#### Prospective Clients

Company: Sankyo Seiki, Mfg. Co., Ltd  
Name: Takehiko Takagi  
Address: Minoto-ku  
City: Tokyo 150  
State: Japan  
Zip:  
Title: Mgr. Planning Dept.  
Areas of Interest: Teleconferencing

#### Prospective Clients

Company: Boeing Computer Company  
Name: Geneva St. Clare  
Address: P.O.Box 3707-m/s74-60 7755 E.Marginal Way-So  
City: Seattle  
State: WA  
Zip: 98108  
Title:  
Areas of Interest: Japanese  
Databases  
Operating Systems  
Communication Networks  
Videotext



Prospective Clients

Company: McKinsey & Co.  
Name: Segundo Pinedo  
Address: 55 E. 52nd St.  
City: New York  
State: NY  
Zip: 10022  
Title:  
Areas of Interest: Verticals

Prospective Clients

Company: IBM Corp  
Name: L. Sloan  
Address: Dept. 73C     138 Georges Rd.     Bldg. 12  
City: Dayton  
State: OH  
Zip: 08810  
Title:  
Areas of Interest: Peripherals

Prospective Clients

Company: Mcauto  
Name: Chris Brosz  
Address: 5552 Cerritos Ave     K17-91  
City: Cypress  
State: CA  
Zip: 90630  
Title: Mkt  
Areas of Interest: CAM



Prospective Clients

Company: Durango Systems

Name: Sabina Way

Address: 3003 N. 1st St.

City: San Jose

State: CA

Zip: 95134

Title:

Areas of Interest: Vertical

Prospective Clients

Company: One O One Corp

Name: Ed Conk

Address: Suite 1100 5420 LBJ 101 Corp 2 Lincoln Ctr

City: Dallas

State: TX

Zip: 75240

Title:

Areas of Interest: Business Software

Prospective Clients

Company: Dupont Co.

Name: <sup>Mr</sup>Richard Schiefelbein

Address: 3627 Montchanin Bldg.

City: Wilmington

State: DE

Zip: 19898

Title:

Areas of Interest: Media



#### Prospective Clients

Company: Epson America  
Name: Lynne Ahano  
Address: 3415 Kashiwa  
City: Torrance  
State: CA  
Zip: 90505  
Title: OEM Products  
Areas of Interest: Peripherals

#### Prospective Clients

Company: Evan & Sutherland Computer Corp  
Name: Norman Cox  
Address: 580 Arapeen Dr.  
City: Salt Lake City  
State: UT  
Zip: 84108  
Title:  
Areas of Interest: CAM

#### Prospective Clients

Company: Mitsubishi Electric America Inc.  
Name: Katsumi Nakai  
Address: 991 Knox St.  
City: Torrance  
State: CA  
Zip: 90502  
Title: VP  
Areas of Interest: Supermicros





#### Prospective Clients

Company: Formation  
Name: Jeffrey Lundeen  
Address: 823 E. Gate Dr.  
City: Mt. Laurel  
State: NJ  
Zip: 08054  
Title: VP Mkg  
Areas of Interest: CAM

#### Prospective Clients

Company: Rockwell International  
Name: K. H. Preston  
Address: 4311 Jamboree Rd.  
City: Newport Beach  
State: CA  
Zip: 92660  
Title: Supervisor  
Areas of Interest: Peripherals

#### Prospective Clients

Company: Venture West Technology  
Name: Michael J. Brown  
Address: 400-321 Water St.  
City: Vancouver  
State: BC  
Zip: V6 1B8  
Title:  
Areas of Interest: Portables



#### Prospective Clients

Company: Toshiba  
Name: D. Crane  
Address: 2441 Michelle Dr.  
City: Tustin  
State: CA  
Zip: 92680  
Title: Info Process Systems  
Areas of Interest: Peripherals

#### Prospective Clients

Company: Thomas & Co  
Name: Dean Devorak  
Address: 2483 E. Bayshore Rd.  
City: Palo Alto  
State: CA  
Zip: 94303  
Title: Process Manager  
Areas of Interest: Printers

#### Prospective Clients

Company: Thermo Electron  
Name: Leonard Entin  
Address: 101 First Street  
City: Waltham  
State: MA  
Zip: 02254  
Title: Dir Corp Devel  
Areas of Interest: CAM



Prospective Clients

Company: Thomas & Company  
Name: Sunita Noronha  
Address: 2483 East Bayshore Suite 100  
City: Palo Alto  
State: CA  
Zip: 94303  
Title:  
Areas of Interest: Computer Integ Mfg

Prospective Clients

Company: Xerox  
Name: Norm Raffish  
Address: 5310 Beethoven St.  
City: Los Angeles  
State: CA  
Zip: 90066  
Title: Mgr Prod Planning  
Areas of Interest: CAM

Prospective Clients

Company: Xerox  
Name: Marilyn Durkin  
Address: 701 S. Aviation Blvd.  
City: El Segundo  
State: CA  
Zip:  
Title: Librarian  
Areas of Interest: Supermicros



Prospective Clients

Company: Burr Brown  
Name: David Buus  
Address: International Airport Industrial Park      Box 11400  
City: Tucson  
State: AZ  
Zip: 85734  
Title: Librarian  
Areas of Interest: Supermicros

Prospective Clients

Company: Camax Systems Inc.  
Name: David Arnoldy  
Address: 7225 Ohms Lane  
City: Minneapolis  
State: MN  
Zip: 55435  
Title:  
Areas of Interest: CAE

*MARK*  
Prospective Clients

Company: CBS Inc  
Name: Rosemary Schiavi  
Address: Rm 803    51 West 52nd St.  
City: New York  
State: NY  
Zip: 10019  
Title:  
Areas of Interest: Home Software





Prospective Clients

*MKT*  
Company: Canon USA Inc  
Name: H. Murase  
Address: 1 Canon Plaza  
City: Lake Success  
State: NY  
Zip: 11042  
Title: Mkt Dir  
Areas of Interest: Office Automtion

Prospective Clients

*MKT  
Special*  
Company: Control Data  
Name: Bob Stickney  
Address: Dept B787 500 W. Putnam Ave.  
City: Greenwich  
State: CT  
Zip: 06820  
Title: Mkt Planning  
Areas of Interest: Integrated Software

Prospective Clients

Company: Data Card Corp  
Name: F. C. Baggeroer  
Address: 11111 Bren Rd. W.  
City: Minneapolis  
State: MN  
Zip: 55440  
Title:  
Areas of Interest: Media



#### Prospective Clients

Company: C. Itoh & Co.  
Name: Y. Azami  
Address: 555 S. Flower St.  
City: Los Angeles  
State: CA  
Zip: 90071  
Title:  
Areas of Interest: Media

#### Prospective Clients

Company: Context Management  
Name: Wesley Lee  
Address: 23868 Hawthorn Blvd.  
City: Torrence  
State: CA  
Zip: 90505  
Title: Mgr Prod Devel  
Areas of Interest: Integrated Software

#### Prospective Clients

Company: Casio  
Name: Y. Okada  
Address: 15 Gardner Rd.  
City: Fairfield  
State: NJ  
Zip: 07006  
Title: Exec VP  
Areas of Interest: Portables



#### Prospective Clients

Company: Centronics  
Name: W. P. Poland  
Address: 1480 N. Rochester Rd.  
City: Rochester  
State: MI  
Zip: 48063  
Title: VP Strategic Plan  
Areas of Interest: Peripherals

#### Prospective Clients

Company: Datapoint  
Name: Carolyn Grimes  
Address: 9725 Datapoint Dr.  
City: San Antonio  
State: TX  
Zip: 78284  
Title:  
Areas of Interest: LAN

#### Prospective Clients

Company: Gen Rad  
Name: Frank Hyatt  
Address: MS 95 37 Main St.  
City: Bolton  
State: MA  
Zip: 01740  
Title:  
Areas of Interest: CAM Software



Prospective Clients

Company: Hayes Micro Products

Name: R. M. Phillips

Address: 5923 Peachtree International

City: Norcross

State: GA

Zip: 30092

Title:

Areas of Interest: European Micro Software

Prospective Clients

Company: Pansophic

Name: Asa Lanum

Address: 1250 E. Diehl Rd.

City: Naperville

State: IL

Zip: 60566

Title: VP Development

Areas of Interest: Business Graphics

Prospective Clients

Company: Textronix

Name: Sandy Thomas

Address: Box 500 Stop Y3315

City: Beaverton

State: OR

Zip: 97011

Title:

Areas of Interest: CAE





Prospective Clients

Company:

Name:

Address:

City:

State:

Zip:

Title:

Areas of Interest:

Prospective Clients

Company: Texas Instruments

Name: Library Acquisitions Center

Address: M/S 112 13588 N. Central Expressway

City: Dallas

State: TX

Zip: 75243

Title:

Areas of Interest: Media

Prospective Clients

*HKT Special* Company: IBM Corp.

Name: Claudia Schorrig

Address: 1000 N. W. 51 St. Box 1328

City: Boca Raton

State: FL

Zip: 23432

Title: Corporate Information

Areas of Interest: Business Software



Prospective Clients

*MARK Special*  
Company: IBM Corp.  
Name: R. T. Stanley  
Address: P. O. Box 1328  
City: Boca Raton  
State: FL  
Zip: 33432  
Title:  
Areas of Interest: Integrated Software

Prospective Clients

*MARK Special*  
Company: IBM Corp.  
Name: Rick Bisk  
Address: 107 College Road East Bldg 4  
City: Princeton  
State: NJ  
Zip: 08540  
Title:  
Areas of Interest: Micro Distribution

Prospective Clients

*'*  
Company: IBM Corp.  
Name: J.C. Kirkpatrick  
Address: 11400 Burnett Rd.  
City: Austin  
State: TX  
Zip: 75758  
Title:  
Areas of Interest: Integrated Software



#### Prospective Clients

Company: IBM Corp.  
Name: Brian Abrams  
Address: 3715 Northside Parkway  
City: Atlanta  
State: GA  
Zip: 30327  
Title:  
Areas of Interest: Business Graphics

#### Prospective Clients

Company: IBM Corp.  
Name: A. F. Bisaccia  
Address: 138 Georges Rd. Bldg. 12  
City: Dayton  
State: OH  
Zip: 08810  
Title:  
Areas of Interest: Japanese

#### Prospective Clients

Company: IBM Corp.  
Name: Frank Barrese  
Address: 445 Hamilton Ave.  
City: White Plains  
State: NY  
Zip: 10601  
Title:  
Areas of Interest: Artificial Intelligence



#### Prospective Clients

Company: Olivetti Corp      Procurement Dept.  
Name: G. Darof  
Address: via Jervis 77 10015  
City: Ivrea  
State: Italy  
Zip:  
Title: Purchasing Dept.  
Areas of Interest: CAD/CAM

#### Prospective Clients

Company: IDA Ireland      Industrial Devel Authority  
Name: B. Manyan  
Address: Carrisbrook House  
City: Dublin      4  
State:  
Zip:  
Title:  
Areas of Interest: Educational Software

#### Prospective Clients

Company: Memtech Corp.  
Name: C. William McDaniel  
Address: 21 Keewaydin Dr.  
City: Salem  
State: NJ (?)  
Zip: 03079  
Title:  
Areas of Interest: Media





#### Prospective Clients

Company: The Boeing Company  
Name: Geneva St.Clair      Library M/S 74-60  
Address: Box 3707  
City: Seattle  
State: WA  
Zip: 98124  
Title:  
Areas of Interest: Telecom

#### Prospective Clients

Company: Acme Cleveland  
Name: Dave Godford  
Address: 625 Alpha Dr.  
City: Highland Hts.  
State: OH  
Zip: 44143  
Title: Mkt. Mgr.  
Areas of Interest: CAM Software

#### Prospective Clients

Company: Honeywell  
Name: Sally Bolton  
Address: M/S 453 - 200 Smith St.  
City: Waltham  
State: MA  
Zip: 02154  
Title:  
Areas of Interest: Business Graphics



#### Prospective Clients

Company: Motorola  
Name: Library  
Address: 1303 E. Algonquin Rd.  
City: Schaumburg  
State: IL  
Zip: 60196  
Title:  
Areas of Interest: CAM Software

#### Prospective Clients

Company: Faber Castell Canada Ltd.  
Name: Vic Steele  
Address: 77 Brown's Line  
City: Toronto  
State: Ontario  
Zip: M8W 4X5  
Title:  
Areas of Interest: Business Graphics

#### Prospective Clients

Company: Pacific Capital Fund  
Name: Gina Guerrero  
Address: 420 E. 3rd Ave. #200  
City: Foster City  
State: CA  
Zip: 94044  
Title:  
Areas of Interest: Printers, Portables



#### Prospective Clients

Company: Oregon Software Inc.  
Name: Dave Cloutier  
Address: 2340 S. W. Canyon Rd.  
City: Portland  
State: OR  
Zip: 97201  
Title:  
Areas of Interest: S/W Development Tools

#### Prospective Clients

Company: Racal- Redac Ltd.  
Name:  
Address: Tewkesbury  
City: Gloucestershire  
State: England  
Zip: GL20 8HE  
Title:  
Areas of Interest: IBM

#### Prospective Clients

Company: Plexus Computer Inc.  
Name: James Groff  
Address: 2230 Martin Ave.  
City: Santa Clara  
State: CA  
Zip: 95050  
Title: Dir. Mkt.  
Areas of Interest: Supermicros



Prospective Clients

Company: Software Concepts

Name: John Hagel

Address: 3000 Sand Hill Bldg.4 Suite 160

City: Menlo Park

State: CA

Zip: 94025

Title:

Areas of Interest: Business Graphics

Prospective Clients

Company: Seagate Technology

Name: Mike Kennedy

Address: 920 Disc Dr.

City: Scotts Valley

State: CA

Zip: 95066

Title:

Areas of Interest: Media

Prospective Clients

Company: Molecular Computer

Name: John Dougherty

Address: 251 River Oaks Pkwy.

City: San Jose

State: CA

Zip: 95134

Title: President

Areas of Interest:





Prospective Clients

Company: Varitel Communications  
Name: Lawrence Wilkinson  
Address: 350 Townsend St.  
City: San Francisco  
State: CA  
Zip: 94107  
Title: VP  
Areas of Interest:

Prospective Clients

Company: General Electric            Mkt. Info Ctr.  
Name: John Santilli  
Address: 1285 Boston Ave.    Bldg. 27EE  
City: Bridgeport  
State: CT  
Zip: 06602  
Title:  
Areas of Interest: CAM Software

Prospective Clients

Company: LTI  
Name: Paul Purchia  
Address: 2400 Computer Dr.  
City: Westborough  
State: MA  
Zip: 01581  
Title: Dir. Mkt Operations  
Areas of Interest: LAN



#### Prospective Clients

Company: Ken Graves  
Name: Martin Marietta Corp.  
Address: 6801 Rockledge Dr.  
City: Bethesda  
State: MD  
Zip: 28017  
Title:  
Areas of Interest: Telecom

#### Prospective Clients

Company: Okidata  
Name: J. Donnelly  
Address: 532 Fellowship Rd.  
City: Mt. Laurel  
State: NJ  
Zip:  
Title:  
Areas of Interest: Micro Peripherals

#### Prospective Clients

Company: NEC Corporation  
Name: Yasukuki Toki  
Address: 484, Tsukagoshi 3-Chome, Saiwai-Ku, Kawasaki  
City: Kanagawa  
State: 210 Japan  
Zip:  
Title: Engineering PC  
Areas of Interest:



#### Prospective Clients

Company: NEC Corporation  
Name: Koichi Kuriyama  
Address: 210, Hisamoto, Takatsu-Ku, Kawasaki  
City: Kanagawa  
State: 213 Japan  
Zip:  
Title: Planning PC  
Areas of Interest:

#### Prospective Clients

Company: NEC Corporation  
Name: Akira Kato  
Address: 210, Hisamoto, Takatsu-Ku, Kawasaki  
City: Kanagawa  
State: 213 Japan  
Zip:  
Title: Supervisor Development PC  
Areas of Interest:

#### Prospective Clients

Company: NEC Corporation  
Name: Koichi Kuriyama  
Address: 210, Hisamoto, Takatsu-Ku, Kawasaki  
City: Kanagawa  
State: 213 Japan  
Zip:  
Title: Planning Dept Personal Computers  
Areas of Interest:



#### Prospective Clients

Company: NEC Corporation  
Name: Masayoshi Takada  
Address: 33-1, Shiba 5-Chome, Minato-Ku  
City: Tokyo 108  
State: Japan  
Zip:  
Title: Mgr  
Areas of Interest:

#### Prospective Clients

Company: NEC Corporation  
Name: Konosuke Kashima  
Address: 33-1, Shiba 5-Chome, Minato-Ku  
City: Tokyo 108  
State: Japan  
Zip:  
Title: Supervisor EDP Planning Office  
Areas of Interest:

#### Prospective Clients

Company: NEC Corporation  
Name: Teruyoshi Kohtake  
Address: 29-11, Shiba 5- Chome, Minato-Ku  
City: Tokyo 108  
State: Japan  
Zip:  
Title: Supervisor Oversees Mkt Micros  
Areas of Interest:





Prospective Clients

Company: Triad  
Name: Frank Marsh  
Address: 1252 Orleans Drive      Box 61779  
City: Sunnyvale  
State: CA  
Zip: 94088  
Title:  
Areas of Interest:

Prospective Clients

Company: Honeywell High-Tech Trading  
Name: Roger Sigler  
Address: Honeywell Plaza  
City: Minneapolis  
State: MN  
Zip: 55408  
Title: Dir. Export Mkt.  
Areas of Interest:

Prospective Clients

Company: Osborne Computer Corp  
Name: Chodi McReynolds  
Address: 42680 Christy St  
City: Fremont  
State: CA  
Zip: 94538  
Title: VP Operations  
Areas of Interest:



#### Prospective Clients

Company: Osborne Computer Corp  
Name: James Schwabe  
Address: 42680 Christy St  
City: Fremont  
State: CA  
Zip: 94538  
Title: VP Mkt  
Areas of Interest:

#### Prospective Clients

Company: Trillian  
Name: Martin Levy  
Address: P. O. Box 481  
City: Los Gatos  
State: CA  
Zip: 95031  
Title: Dir Sales and Mkt  
Areas of Interest:

#### Prospective Clients

Company: Computer Communications Group      Bell Canada  
Name: Stephen Caswell  
Address: 160 Elgin St      Rm. 900  
City: Ottawa  
State: Ontario  
Zip: K1G 3J4  
Title: Mkt Planning  
Areas of Interest:



Prospective Clients

Company: Cumma Technology  
Name: Richard Hale  
Address: 1105 North Fair Oakes Ave.  
City: Sunnyvale  
State: CA  
Zip: 94089  
Title: Dir. Mkt.  
Areas of Interest:

Prospective Clients

Company: McKesson Corp.  
Name: John Billington  
Address: One Post Street  
City: San Francisco  
State: CA  
Zip: 94104  
Title:  
Areas of Interest:

Prospective Clients

Company: Mohawk Data Sciences  
Name: Fredrick Lewis  
Address: 102 Cooper Court  
City: Los Gatos  
State: CA  
Zip: 95030  
Title: Director NPL Operating Systems Development  
Areas of Interest:



#### Prospective Clients

Company: Intel  
Name: Paul Maritz  
Address: 3065 Bowers Ave.  
City: Santa Clara  
State: CA  
Zip: 95051  
Title: Development Systems Operation  
Areas of Interest:

#### Prospective Clients

Company: Intel  
Name: Dana Krelle  
Address: 2625 Walsh Ave.  
City: Santa Clara  
State: CA  
Zip: 95051  
Title: Microcomputer Group  
Areas of Interest:

#### HECK Prospective Clients

Company: SMC Software Systeme  
Name: Raymond Novak  
Address: 1011 Rt.22  
City: Bridgewater  
State: NJ  
Zip: 08807  
Title: President  
Areas of Interest:





Prospective Clients

Company: IBM  
Name: Rick M. Moss  
Address: IBM Canada Ltd. 105 Moatfield Dr.  
City: Don Mills  
State: Ontario  
Zip: M3B 3L9  
Title: Program Mgr., Channel Strategies Distribution Marketing  
Areas of Interest:

Prospective Clients

Company: McKinsey & Co.  
Name: Segundo Pinedo  
Address: 55 E. 52nd St.  
City: New York  
State: NY  
Zip: 10022  
Title:  
Areas of Interest: Verticals

Prospective Clients

Company: IBM Corp  
Name: L. Sloan  
Address: Dept. 73C 138 Georges Rd. Bldg. 12  
City: Dayton  
State: OH  
Zip: 08810  
Title:  
Areas of Interest: Peripherals



#### Prospective Clients

Company: AT&T Communications  
Name: Information Research Ctr.  
Address: 15 West 6th St.  
City: Cincinnati  
State: OH  
Zip: 45202  
Title:  
Areas of Interest:

#### Prospective Clients

Company: AT&T Information Systems  
Name: Constance Williams  
Address: 100 Southgate Pkwy Rm 1F01 Box 1955  
City: Morristown  
State: NJ  
Zip: 07960  
Title:  
Areas of Interest:

#### Prospective Clients

Company: Golder, Thoma & Cressey  
Name: Dan Blanchard  
Address: 17330 Preston Rd. Suite 205B  
City: Dallas  
State: TX  
Zip: 75252  
Title:  
Areas of Interest:



#### Prospective Clients

Company: R. W. Allsop & Assoc.

Name: Robert W. Allsop

Address: Corp. Center East, Suite 210

2750 First Ave N. E

City: Cedar Rapids

State: IA

Zip: 52402

Title:

Areas of Interest:

#### Prospective Clients

Company: Aeg-Telefunken Zentralabteilung

Name: Strategisches Planung

Address: Th.-Stern-Kai 1

City: 6000 Frankfurt 70

State: W. German

Zip:

Title:

Areas of Interest:

#### Prospective Clients

Company: Adaptive Technologies Inc.

Name: Bill Kerth

Address: 600 N. W. Market Blvd.

City: Sacramento

State: CA

Zip: 95834

Title: President

Areas of Interest:



#### Prospective Clients

Company: Swedish Industrial Development Corp.  
Name: Tord Carmel  
Address: 600 Steamboard Rd.  
City: Greenwich  
State: CT  
Zip: 06830  
Title: President  
Areas of Interest:

#### Prospective Clients

Company: Styrelsen For Tekn Utveckling  
Name: Biblioteket  
Address: Box 43200 S-100 72  
City: Stockholm  
State: Sweden  
Zip: 43  
Title:  
Areas of Interest:

#### Prospective Clients

Company: Stewart R. Mott Assoc.  
Name: Seymour Goldblatt  
Address: 515 Madison Ave.  
City: NY  
State: NY  
Zip: 10022  
Title:  
Areas of Interest:





#### Prospective Clients

Company: Toshiba Corp.  
Name: Koichi Inagaki  
Address: 1-1-1 Shaibaura, Minato-ku  
City: Tokyo  
State: Japan  
Zip: 105  
Title:  
Areas of Interest:

#### Prospective Clients

Company: Tokyo Electron Co.Ltd.  
Name: Takanori Susuki  
Address: Shinjuku Nomura Bldg. 1-26-2 Nishi Shinjuku 1-chome  
City: Tokyo  
State: Japan  
Zip: 160  
Title:  
Areas of Interest:

#### Prospective Clients

Company: Texas Instruments Inc.  
Name: Carolyn Duncan  
Address: P.O. Box 225474, M/S 430  
City: Dallas  
State: TX  
Zip: 75265  
Title:  
Areas of Interest:



#### Prospective Clients

Company: Yamaichi Shoken Keizai Kenkyu Jo  
Name: Gaikoku Chosa-bu  
Address: 5-1, Kabuto-cho, Nihonbashi Chuo-ku  
City: Tokyo  
State: Japan  
Zip: 103  
Title:  
Areas of Interest:

#### Prospective Clients

Company: Xerox Corp.  
Name: R. A. Mauceli  
Address: 880 Apollo  
City: El Segundo  
State: CA  
Zip: 90245  
Title:  
Areas of Interest:

#### Prospective Clients

Company: Warburg Pincus  
Name: Christopher Brody  
Address: Capitol Partners 272 Park Ave.  
City: NY  
State: NY  
Zip: 10172  
Title:  
Areas of Interest:

